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### H & V News

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DECEMBER 1983

IRELAND'S BUILDING SERVICES MAGAZINE

## Minister Keeps Pot Boiling

Just when the bickering over the Dublin Gas deal appeared to have been resolved, as we went to press Mr Frank Cluskey TD, the then Minister for Trade, Commerce & Tourism, re-asserted his position in protest over the Government's involvement with the company.

It was really a most unhelpful contribution to the current state of affairs and one which, were it to have been any way constructive, should have occurred long before now. Fortunately, a great deal of the resultant public debate, via the media in particular, concentrated on the political implications and thereby the harm done to Dublin Gas should be minimal.

It's not that the Government's £164 million involvement and its implications can't be faulted, but surely the time for such a protest was too late, especially with the appointment of the new Chairman and extra Board members.

There has been enough mayhem over the last 12 months with the only losers being an industry which was led to believe that great things could be expected once the gas started to

● Continued on page 2

## Special Arbitration Key to Specification's Acceptance

The absence of a national standard covering the installation of domestic heating systems has, particularly over the last few years, caused a great deal of misunderstanding and even hardship for both customers and contractors alike.

However, the recent publication of the IDHE's own standard specification for heating installations is of major significance and should, if properly applied, eliminate 99% of the disputes which commonly arise.

Such a document has

been found wanting for years now and all credit must go to the Institute for taking the matter in hand so decisively.

The huge turnout last month at the reception held to mark the introduction of the Standard bore witness to the need for its availability. Even the Institute itself must have been pleasantly surprised at the amount of genuine interest shown in the document.

Equally so, those in attendance were extremely impressed with its contents. All credit to the compilers for their foresight,

and indeed achievement, in keeping the language and style simplistic. So many documents of this type fall down by being too technical. However, that said, the Standard contains all the necessary specifications and requirements.

But perhaps the most innovative feature is the introduction of the arbitration scheme. This in itself is probably the key element of the entire document in that it is the one aspect which should ensure the customer's acceptance.

In the event of any dispute arising in connection with a contract under the terms of the IDHE Standard Specification and Conditions of Contract, such dispute may be referred to an arbitrator appointed by the Institute who, after taking such evidence as he deems necessary, will give his unbiased report. This will be considered binding and final by both parties to the contract.

The Standard has also been approved by the IIRS,

● Continued on page 16



● Tom Quinn, Assistant Director-General, IIRS with Gerry Griffin, IDHE Chairman and Patrick Mooney, Chief Fire Officer, Bray Fire Station at the launch of the new Specification.

## OIL TO MAKE COMEBACK?

Oil as a home-heating fuel is on the way back. That's the opinion of one of the giants in the oil-supply industry, Esso, which supplies almost one in three of the 180,000 homes which heat with oil. After a "nose-dive" in 1978 and a switch to back-boilers and other solid fuel appliances, oil seems to be making a comeback.

One of the main reasons is of course the removal of grants for conversion to solid fuel, but there are other underlying trends. Oil has kept its place as a value-for money fuel and its controllability definitely works in its favour in a very mild or very extreme winter.

Furthermore, the decorating costs associated with some forms of solid fuel

burners is beginning to seep in and there has been a renewed interest in oil because it does not mean that the living room has to be re-decorated each year, according to Esso.

There has also been a trend away from the "hard labour fuels" they say. No doubt some of our readers will have an alternative view of recent trends.



SEASONS GREETINGS  
AND BEST WISHES  
FOR THE NEW  
YEAR TO  
ALL OUR  
READERS





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# CONTENTS

## NEWSDESK:

Natural Gas — Need for Co-ordinating Body . . . CIBS News and Events . . . Engineering Products Dominate Exports . . . Rawlplug Opens New Premises . . . Trianco Bought by Management . . . IDHE Members Visit Insulated Chimney Factory . . . Glow-Worm — Destination Unknown . . . Asbestos Cement Pipes: Regulation Amendment . . . ABS Pumps to Expand . . . United But Separate . . . Design & Supply Service from Holfeld . . . Extensive Sanbra Fyffe Line-up . . . Computer Aided Design Association Formed. **Pages 2/7**

## AS OIL COMPANIES BATTLE . . .

consumer reaps the benefits. **Page 8**



## ANOTHER SIDE OF. . .

This month we went North and spoke with Isaac Reid who recently celebrated 21 years in the heating business. **Page 9**



## COMPANY PROFILE:

Victor Madigan needs no introduction but how many are aware of the vast investment he has made in new technology over recent months? **Page 11**

## PRODUCT REVIEW:

Plumbing Equipment: Rather than dwell too much on the serious side of this market sector, we take a more lighthearted view. . . **Page 13**

## DRAFT STANDARD:

Special Arbitration is Key to Specifications Acceptance (continued from page 1) **Page 16**

## DATA CENTRE DESIGN:

Report on a highly successful day-long seminar held at the IMI on

## Data Centre Design

**Page 20**

## NEW PRODUCTS:

Thrifty Heat Pumps from Walker. . . Tefal Heaters by Kisch . . . Latest House Warmers by Thorn . . . Maico Fan Range from Roof Units . . . Smoothline from Hamco **Pages 21/23**

## ULSTER NEWS:

100 New Jobs at Glen . . . Atkins & Downee: New UK Office . . . KS Mechanical Services Expand Activities . . . Death of Archie McQuilken **Pages 24/25**

## McWHINGE FILE:

That correspondence has begun again! **Pages 26/27**

## ENERGY COSTS:

**Page 28**

# IRISH H&V NEWS

IRELAND'S BUILDING SERVICES MAGAZINE

**Managing Director:** Gerard J Murphy

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Irish Heating & Ventilating News circulates to key executives in the heating, ventilating, air conditioning, refrigeration, sanitaryware, plumbing and environmental control industries. Its circulation also includes energy managers, architects, designers, sanitary engineers, and environmental engineers in the 32 counties of Ireland.





## MINISTER KEEPS POT BOILING

● Continued from front cover flow. Unfortunately, having prepared for the big day, demand is but a trickle of what people were led to expect.

The appointment of Michael McStay as Chairman should ease the tensions within Dublin Gas and, whatever camp one favours, it's time it was realised that the situation has only just been pulled back from the brink of disaster.

Unless we're to experience a total fiasco, it's time Dublin Gas got on with — and was allowed to get on with — providing the nation with this vital energy source.

No matter what the drawbacks of the present



● New Dublin Gas Chairman, Michael McStay.

arrangement at Board level, the most important factor is to get the gas flowing. Too many livelihoods now depend on it.

# Natural Gas — Need for Co-Ordinating Body

The implementation of rigid standards for the safe and efficient utilisation of natural gas was discussed at a seminar organised by BGE in Cork recently.

The seminar on "The Safe and Economic Use of Natural Gas" brought together a number of specialist speakers who outlined the various efforts being made to ensure that the developing natural gas industry in Ireland would establish and maintain the highest safety and efficiency standards, maximising the advantages the new fuel presents.

Tony Hoyne, General Manager, Hoyne Heating Ltd and a Director of Gas Applications and Systems called for the establishment of a co-ordinating body to promote natural gas and provide back-up information services for industry in the use of natural gas, the availability of which he describes as "the most exciting development in energy resources ever to take place in Ireland".

The proposed co-ordinating body would consist of BGE, the commercial gas companies, private interests and Government bodies, providing comprehensive promotional and technical services to help Irish industry to take full advantage of the new fuel.

The advantages of



● Pictured at the BGE seminar on "The Safe and Economic Use of Natural Gas" were from left, Des Murphy, J A Kenny and Partners; Tony Hoyne, Managing Director, Hoyne Heating Ltd and Director of Gas Applications and Systems; Mr N O Dowling, Chief Executive, BGE-Irish Gas Board; Eoin Kenny, J A Kenny and Partners; and Rory O'Grady, Assistant Industrial Gas Engineer, BGE-Irish Gas Board. Also speaking at the seminar was Mr W E Francis, Director of the British Gas Corporation's Midlands Research Station.

natural gas for industry, based on the experience of 80,000 industrial customers in Britain, were detailed by Eric Francis, Director of the British Gas Corporation's Midlands Research Station.

The factors which he outlined included: security of supply; a clean fuel of high purity and consistent quality; environmental benefits; easy controllability; and easy combustibility.

Eoin Kenny and Des Murphy of J A Kenny and Partners, outlined requirements for changeover of conventional plant to

natural gas, and the savings accruing for the changeover.

While finally, a new audio visual programme detailing the safe operation of an industrial gas installation was introduced by Rory O'Grady, Assistant Industrial Gas Engineer at BGE.

The programme has been designed as part of the technical and training service package offered by BGE to natural gas users. It details the importance of safety in gas installations from the design stage through to installation, commissioning and maintenance.

## CIBS News and Events

**Subject:** Technical Meeting — Computer V: Computers in Buildings Services Software available for the Industry.

**Venue:** College of Technology, Bolton Street, Dublin 1. Room C28.

**Date and Time:** Wednesday 7 December 1983. Tea in Staff Room at 6 pm, meeting in Room C28 at 6.30 pm.

**Speaker:** Tony Baxter, Hevacomp Ltd, Sheffield, United Kingdom.

Tony Baxter has produced many software programmes for the Buildings Services Design.

He will demonstrate a number of programmes selected from the suite of over 50 programmes he has developed.

These programmes range over a wide variety of services including energy management, heat losses, insulation, pipe and duct sizing radiator selection, artificial lighting, day lighting, management and costing of services.

All previous computer meetings — this is the fifth — have drawn a large attendance and have been informative and interesting. The committee looks forward to seeing you.



# Engineering Products Dominate Exports

In a speech to Engineering Industry Association members at the Association's Annual General Meeting in Dublin recently, EIA President, Mr B Moreland (Managing Director, Donnelly Mirrors Limited) stated that, while the growth rate in Irish engineering had fallen in 1982, first half figures for the current year indicated a return to earlier growth trends in the industry. These figures, he said, indicated a continuation of the average 5% growth level in the sector, recorded in the period since 1979.

Continued expansion in output was largely based on success in exploiting opportunities for engineering products in overseas markets. Mr Moreland added that Irish exports are now dominated by products from the new advanced, technology-based, sectors

of the engineering industry.

However, according to Mr Moreland, only a relatively limited number of large engineering firms tend to possess the resources and expertise required to support expansion in export markets. About 1300 engineering companies, or 95% of the total, fall into the category "small business", as they employ less than 100. Figures indicate that not more than 100, or 8% of these small engineering companies are engaged in exporting.

Mr Moreland said that future policies for Industrial Development must take account of the needs of companies competing on the home market. In particular, emphasis should be placed on provision of support for development of new products with export potential.

## RAWLPLUG OPENS NEW PREMISES

The Rawlplug Company of Ireland Ltd officially opened its new premises at Luke Street, Dublin 2 last month. The official ceremony was carried out by the Lord Mayor of Dublin, Alderman Michael Keating, TD. The new premises, which includes office and warehouse facilities, is on the same site as Rawlplug has occupied in Ireland for over 50 years.

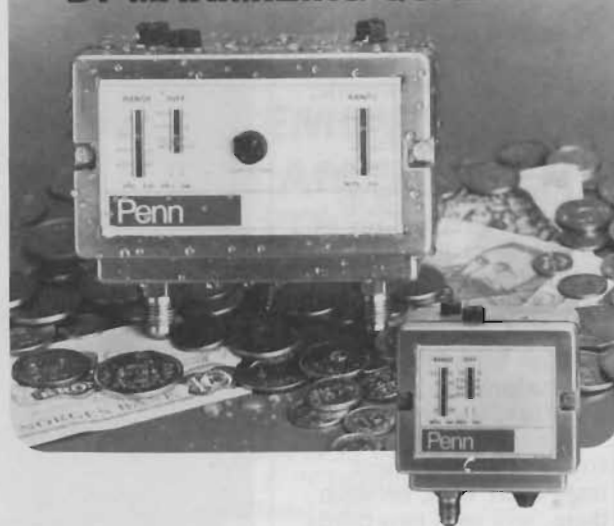
Speaking at a reception held to mark the official opening Mr Tom Phillips, Managing Director, The Rawlplug Company of Ireland Limited, said: "It was with our customers in mind that we rebuilt our premises here in the inner city. Our position here makes us easily accessible to all, whether from the

north city, the south city or from the country. If someone must come to town for business, they will invariably come to the city centre and so Rawlplug is an easy Port of Call".

The Rawlplug Company of Ireland is a subsidiary of the Rawlplug Company Limited which in turn is owned by Burmah Oil Company. The company has been supplying, from the same site, masonry fixings of all types and sizes, and drill bits to wholesalers, builders providers, hardware shops and the construction industry in general throughout Ireland for over 50 years. At present Rawlplug has in excess of 1,500 product lines.

● See picture page 5.

## ECONOMIZE BY MAXIMIZING QUALITY



The Penn P77 single and P78 dual pressure switches are certainly a qualified investment if you wish to economize on stock, installation time and service costs.

A few basic models which cover most commercial and industrial applications on both new installations and replacement jobs, reduce your inventory costs.

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# TRIANCO BOUGHT BY MANAGEMENT

At an EGM held on 30 November 1983, Central & Sheerwood shareholders voted in favour of a resolution to sell the assets and business of domestic, commercial and industrial boiler manufacturers Trianco-Redfyre Ltd to a company formed by its executive directors for £4.2 million in cash.

Equity capital for the new company which will be called Trianco Group Ltd has been provided by institutional and trade investors, together with a substantial commitment from the management team itself who, between them, will own two-thirds of the voting shares. Further finance in the form of term loan and working capital comes from clearing banks.

Since Trianco was merged with Redfyre Ltd in 1976, the company has recorded a series of impressive results and is now one of the leading suppliers of oil and solid fuel boilers.

No major policy changes are planned by the company whose executive



● A toast to future success from Trianco's buy-out team. (Left to right): Mike Fowler, Sales Director; Hubert Oates, Financial Director; Dennis Kenyon, Chairman, and Graham Wood, Managing Director.

board now comprises: Dennis Kenyon, Chairman (previously managing director), Graham Wood, managing director (previously deputy managing director), Hubert Oates, financial director, Mike Fowler,

sales director. The Group Board also includes non-executive directors representing the interests of outside investors.

A statement issued by the company says that Trianco's vigorous new product development

programme will be continued throughout 1984. In addition, current and planned expansion will be supported by the early appointment of further sales staff.

## IDHE MEMBERS VISIT INSULATED CHIMNEY

A large group of IDHE members had a most interesting and informative visit to the Insulated Chimneys Ltd (known as ICL) factory in Trim on 7/12/83, at the kind invitation of Michael Vaughan, of the Michael Vaughan Group of Companies. The gathering departed, from the Dublin warehouse and offices of Ashtown Heating Supplies Ltd by luxury coach, at approx 2 pm and spent the afternoon on a guided tour of the factory, after which they were lavishly entertained at the adjacent hotel, all with the compliments of the Michael Vaughan Group.

The party of members were split into four sections, under the personal guidance of Michael Vaughan himself,

and ably assisted by Michael Curtin, Paddy O'Kelly, and Paddy Cunningham. All of these men are experts in chimney design, and in solid fuel appliances, which made the tour all the more informative.

The factory itself is very compact, with well laid out plant for a stream-lined manufacturing process. It was particularly pleasing to notice the cleanliness of the place, which overall gave the very clear impression of being extremely efficient. The factory personnel were especially proud of the fact that they have recently received an Agrément Certificate for both their stainless steel and ceramic lined twin-walled flues. This sanction gives them

immediate access into the UK and Europe, to which a major portion of their production goes.

It was interesting to hear that, among other very stringent tests carried out before issue of the Certificate, was a 15 minutes test of the ceramic flue at 900°C, followed by another hour long test at 750°C, after which the flue is closely examined for any deterioration. It is consoling to know this, because chimney fires will invariably burn at a temperature below 600°C, and this combustion seldom lasts for more than 10 minutes.

Also manufactured in this factory is a range of "Dantrim" solid fuel boilers, supplied with an automatic fuel-feeder unit. I understand that these are

rated from upwards of K Watts (120,000 Btu/h) and are designed to burn low grade fuels, ie small grain house coal and dust, costing approximately £65 per ton, saw-dust, peat pills, wood shavings etc. With coal, the hopper will hold enough fuel to last from 5-10 days, and the fuel is fed into a ceramic lined combustion chamber by a screw conveyor system, with a separate screw conveyor automatically removing the ash, into an ash-pan, which needs emptying only at monthly intervals.

The simple and clearly designed control panel provides the user with excellent control over the boiler operation, in so far as he can automatically vary the fuel supply speed, and fan operation intervals



## ABS to Expand

ABS Pumps Ltd, one of the largest employers in Wexford, has finalised discussions with the Industrial Development Authority for an expansion of its Wexford facility which involves an additional investment of £2.3 million in new plant, machinery and buildings.

The expansion will take place over the next four years and will enable ABS Pump Ltd, to develop and manufacture an additional range of components for the company's submersible pumps. It is hoped to increase employment from the present level of 308 people to about 340 over the next two years.

ABS Pumps Ltd, a subsidiary of a West German company, was established in Wexford in 1973. The company manufacture their range of smaller electric pumps at Wexford for supply to customers throughout the world. Since its start-up, the company has expanded significantly.

## Glow-Worm — Destination Unknown

"Whither goest ye" sayeth the Glow-worm tour leader as he welcomed his guests from the UK and Ireland as they assembled for the exciting Glow-worm Mystery Trip which is due to 'take-off' in April next year.

"Pray, where are we headed for" queried one of the Irish party, but, the smiling David Webster of Glow-worm was giving away no secrets. He merely replied, "you could say that we are heading for Destination Unknown on the other side of the world."

However, we are merely day-dreaming, or willing ourselves already on board the annual Glow-worm exciting holiday for heating contractors, which is still open to UK and Irish-based contractors until 31 January 1984.

Contractors working with private installation companies or the principals or employees nominated by the principals are eligible to qualify for this Mystery Trip. To book your passage, you must order 130 Glow-worm boilers,

(30 of which must be free-standing boilers) before 31 January next year and a much sought after seat will then be reserved for you.

If you buy an additional 95 boilers, you will qualify for a second seat and ticket, subject to availability.

## ASBESTOS CEMENT PIPES: REGULATION AMENDMENT

IS 243: 1981 "Asbestos Cement Pipes and Joints for Sewerage and Drainage".

Set out hereunder is a draft amendment to IS 243, which proposes inclusion of three additional sizes viz 275, 525 and 675 mm. Any comments readers have to offer on this proposal are welcome and should reach the IIRS not later than 4 January, 1984.

### Draft Amendment to IS 243: 1981

Page 5, Clause 2.2 Table 1. "Classification of Pipes" Insert the following additional data:

Internal Diameter (Bore) mm	Minimum Transverse Crushing Strength — kN/m			
	Class 1	Class 2	Class 3	Class 4
375	17.5	24.5	39.0	46.5
525	21.0	30.0	49.5	66.0
675	26.5	44.5	64.0	78.5

Page 9, Clause 2.6.1 Table 3. "Width of upper press block":

In column 1 alter "400 to 450" to read "375 to 450" and "750" to read "675 and 750".

## FACTORY

etc. A feature of the boiler which suggests a longer life span, is the fact that burning fuel is not in direct contact with the boiler waterways, but is contained in the special ceramic lined combustion box, and only the hot combustion gases are blow into the main chamber, and waterways, rather like a pressure jet burner.

The "Dantrim" is now approved by the National Coal Board, UK, and is presently being exported to the UK, Denmark, etc. Talk about sending coal to Newcastle!

The IDHE members were very impressed indeed with this visit, and feel that the Trim factory is likely to grow from strength to strength in the coming years.



● At the Official Opening of the new Rawlplug premises were R to L: Mr Norman Burden, Chief Executive, Rawlplug Company Limited; The Lord Mayor of Dublin, Alderman Michael Keating, TD and Mr Tom Phillips, Managing Director, The Rawlplug Company of Ireland Ltd.



# UNITED BUT SEPARATE

Dan Chambers and Tony McNamara are as united as ever but separate — Tony is now spearheading the newly-formed company Aer Grilles Ltd while Dan is as usual concentrating on marketing and distribution.

Aer Grilles Ltd, an associate company of Dan Chambers Ltd, set the wheels in motion last July and the first batch of air distribution grilles were born.

As importers it was always the ambition of Dan and Tony to do their bit for the country by manufacturing at least part of their product range. Quality would be a must and quick availability essential. After much research and many pitfalls, production got underway

with eggcrate, single deflection, double deflection, non vision grilles and external weather louvres. Production of eyelash grilles will commence in January 1984 and square ceiling diffusers in about May 1984.

Reaction from the trade has been very good — sheet metal contractors can now avail of delivery periods which range from ex-stock to a maximum of two days. Odd sizes are no problem whether imperial or metric.

Dan Chambers Ltd now seeks the general support of the specifiers. Quality Irish made grilles and general air distribution products manufactured on your doorstep for our own pubs, clubs, restaurants, institutions etc.

Support for Irish made will inevitably lead to production of more Irish products and as proof of this Dan Chambers Ltd will shortly commence production of fibre glass roof cowls and soaker sheets. The necessary moulds are nearing completion and the new year will see the launching of a bright new range of Irish made roof cowls coupled with the ever popular range of Euroseries plate mounted axial fans and centrifugal fans.

Support for these roof cowls would once again be essential and would help greatly in eventually extending the range of home produced ventilation products.

## Extensive Sanbra Fyffe Line-Up

Eirline bathroom taps and showers, including sink mixers, were introduced nearly two years ago to cater for the popular segment of the market and are available from builders and plumbers merchants nationwide. Eirline is manufactured by Sanbra Fyffe in their modern factory in Santry. The bath shower will fit most baths and the unit is ideal as a replacement for a separate bath taps. Various types of attachments can be used in conjunction with the shower and an efficient and cost saving facility is available at moderate outlay.

All items in the range are fitted with either acrylic or chromium plated covers and are produced to BS 5412. The gleaming chromium plated finish is a special feature of Eirline and is capable of satisfying the requirements of the most discerning purchaser. A full range of bathroom accessories including shower rails and shampoo sets are available to complement Eirline brassware.

Irish Instantor compression couplings are manufactured in accordance with IS 239:1980. Under a directive issued by the Department of the Environment, which became effective last July, all compression couplings used on grant aided projects must bear the standard mark and Irish Instantor are the only couplings licensed to use it.

Sanbra Fyffe are the sole distributors of MNG thermostatic radiator valves and they are the only valves certified to comply with all the strict requirements of DIN Standard No 3841. Technical literature is available on request.



● Pictured at the inauguration of Phase One of the new development at St Patrick's Hospital, James's Street, Dublin 8, were: (left to right) Don Graeme-Cook, BSc, CEng, MICE, MIEI, Technical Director, McLaughlin & Harvey Ltd; with Jeffrey B Jenkins, Board of Governors, St Patrick's Hospital and Dr J G Cooney, St Patrick's Hospital.

## Holfeld Offer Design & Supply Service

Building upon many years experience, H R Holfeld (Hydraulics) Ltd can offer a complete design and supply service for cold or hot water pressure vessels, up to 2000 kPa working pressure. These can be

diaphragm separation between air and water or with a compressor to make good air which has been lost through absorption into the water.

Typical applications are expansion vessels on pressurised hot water

systems, and pressurised storage vessels on pumping plant. Further information form H R Holfeld (Hydraulics) Ltd, 2-4 Merville Road, Stillorgan, Co. Dublin, (Tel: 887361).



## BRIEFLY. . .

● **Light Duty Floor Grilles:** Waterloo Grille Co Ltd's Series AFG light duty floor and cill grilles are the subject of a newly-published, four page, A4 technical brochure. The light duty grilles are designed for floor level or cill perimeter heating systems which will be subject to light traffic. Utilising special cores from Waterloo's Airline range, applications for the Series AFG grilles may be extended to fan coil, induction unit and most other ducted air arrangements.

The brochure includes full technical and ordering details plus a performance nomogram. Copies of this brochure are available on request from: Waterloo Grille Co Ltd, Parsons Road, Manor Trading Estate, Benfleet, Essex, SS7 4PT. Telephone: (03745) 4121.

● **Air to Air Regenerators:** Thermal Technology have just published a new leaflet describing their Laminar Enthalpy range of air to air rotary regenerators (thermal wheels). This third generation of units incorporates the most up-to-date proven techniques together with a number of unique features.

Full information available from: Thermal Technology Ltd, Westcroft House, Alfred Street, Westbury, Wiltshire, BA13 3DZ.



et al.: H & V News

## Computer Aided Design Association Formed

The inaugural meeting of the Irish Computer-Aided Design Association was held in Confederation House, Dublin, last month.

Ed Wheeler (Benchmark Ltd) was elected Chairman of the new Association, which aims to promote wider applications of CAD systems in the Irish market.

The Association intends becoming involved in advising potential users on the range of CAD systems available here and on the capabilities of systems on offer. In addition to market development the new Association hopes to become involved in

education and training.

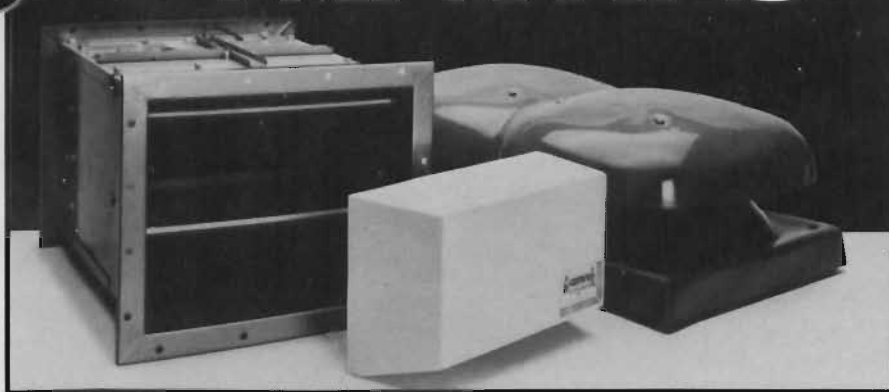
While all ICADA founder members are systems vendors (see attached list) associate membership will be open to users and others with an interest in computer-aided design.

The Association will be affiliated to the Confederation of Irish Industry. Additional information on ICADA is available from:- Chairman: Ed Wheeler, Benchmark Limited, Micro House, 125 Parnell Street, Dublin 1, (Tel: 787200); or Secretary: Reg McCabe, Confederation of Irish Industry, Kildare Street, Dublin 2, (Tel: 779801).

### NEXT MONTH

January's Product Review will be on Waste and Water Treatment

# GEMINI TWINFANS



**PART OF THE BIGGEST RANGE OF VENTILATION IN THE NATION.**



As more and more local authorities are specifying fans requiring stand-by capability, Roof Units Group are adding to their comprehensive range of twin fans and, with duties ranging from 40 to 4615 c.f.m. and performing against pressures up to 1.5 ins w.g. offer an extensive product range.

The Gemini Mini-Twin is in surface, flush or ducted versions and is complete with built-in electronics to give automatic change over and adjustable time delay as standard, and duty-sharing as an optional feature.

The G2 range of roof mounted twin fan extract units has 10 different models each with two independent fans, giving full stand-by. In a high quality glass fibre housing they are strong, durable, and complete with non-return shutters, bird guards and isolators.

The TDF range of duct mounting units provide full run and stand-by with two independent fans in a housing of heavy gauge mild steel, flanged at both ends, and again complete with non-return shutters and isolators.

A range of ancillary equipment includes soaker sheets, terminal cowls, change over panels and speed controllers.

## roof units group

**VENTILATION TO THE NATION**

Peartree House, Peartree Lane, Dudley, West Midlands DY2 0QU.  
Tel: No: Brierley Hill (0384) 74062. Telex: No: 33596 RUNITS G.

**DUBLIN DAN CHAMBERS LIMITED (0001) 720448**  
**BELFAST ENVIRONMENTAL SUPPLY CO. LIMITED (0232) 53329**



For the first time Irish oil companies supplying the £85 million home heating division have begun to vie with each other this season in the special offers they are offering to householders who buy their tank-fill from them. Esso led the way early in the Autumn with a free 100 litres of central heating oil for every 1,000 litres purchased from them.

Maxol, the oil company owned by the McMullan brothers, gave out a free radio for each delivery in a move reminiscent of the Indian Government's attempt to promote male sterilisation for family planning. Shell offered cookware, while Jet — brand name of Conoco — kept the promotion in the home with the enticement of a dinner set.

Why were the oil companies, which last Summer began to offer free wine glasses, digital

£87 million, slightly ahead of the Irish-based McMullan Brothers (Maxol) which has 300 employees and a turnover in 1982 of £81 million.

In addition, there are smaller companies like Primo Oil — part of the PMPA group which is in receivership but still trading, Campus — a co-operative-controlled company specialising in the South East — Burmah and Texaco.

What has been happening in the home heating industry is a follow on from the earlier grappling for market share in the more lucrative motor oils market. With falling car sales over the past few years and lower average mileage on the part of motorists following petrol price increases, the companies were keen to keep expanding market share in a shrinking

This led to some small companies offering "gimmicks" to establish a market share for themselves. Heavy nationwide advertising to establish a brand presence would be too expensive for such small operators while the free 50 litres in Primo's case would be directly related to the amount of sales generated.

It was, admits a PMPA spokesman, "a gimmick to try and get a foothold in a market that the giants dominate."

The giants — Esso and Shell/BP — which between them account for £50 million worth of home heating oil sales, look on it differently. As soon as a few degrees of frost afflicts the country their switchboards are jammed with calls for immediate delivery of a fill-up.

suppliers, with fleets of up to 100 tankers, want to keep the trucks in use to prevent a bottleneck when the weather turns cold. This year they were unfortunate in that the weather has remained mild to date (touch wood). "Every day I looked out the window and cried because it was another mild morning" Mr Buckley explains. Esso's offer of a free 100 litres with every 1,000 saves the householder about £28 but was finished on 30 November. It will be replaced as soon as orders fall off by another gimmick.

But with all the companies offering something, it is hard to see who will win. One thing for sure — for once the consumer has come out ahead.

## As Oil Companies Battle...

### Consumer Reaps Benefits

watches and 'pot of gold' searches now turning to the home heating market? Was a major shakeout occurring among the Irish oil companies, most of whom are multinational subsidiaries?

The Irish oil market, despite its size in relation to other world markets, is well supplied with oil companies. Esso — subsidiary of the giant Exxon — for example has 540 employees working here and had a turnover in 1982 of a staggering £340 million. Irish Shell is a subsidiary of the giant Dutch Shell national oil company. (Is it any wonder the international market for crude and refined oil is Rotterdam?) Conoco, with its Jet brand, has a turnover of

market.

The home heating oil is not as important to the oil companies but it does utilise tanker fleets when they would otherwise be lying idle. Thus the reason for the recent "gimmick" war has been two fold.

The smaller companies, Texaco, Burmah, Jet, Primo and Campus between them share less than 40% of the total heating oil market. Five companies thus compete for less than £33 million of business. Heating oil is a pretty homogenous product. Nothing differentiates one company's oil from the other except service, brand name and promotional gimmicks. Once the oil is in the tank, there is no way to differentiate between them.

Obviously, all these calls cannot be satisfied immediately and customers who have failed to get through to Shell or Esso will keep ringing other companies until they get someone to supply them. This means a loss of market share for the giants.

Terry Buckley of Esso explains: "People postpone the evil day until it's absolutely necessary. They are in no rush to shell out" (no pun intended) "£350 including VAT". Mr Buckley compares it with sales of anti-freeze in garages which only get cleared after a hard frost raises fears among motorists that their engines will crack apart.

After farmers have been supplied with diesel oil for the harvest period ending in September, the large

● Apart from the "gimmicks" already discussed, a new weapon is likely to be used in the war. Esso has a budget plan which begins in June each year whereby householders sign a direct debit for say £30 a month to take care of their central heating oil bill for the year.

"It takes the pain out of it" Esso feels. At the end of the year the customer's account is checked to see if he underpaid or overpaid for the year, price changes are taken into account and the monthly payments for the coming year are adjusted accordingly. The account is interest free and takes the horror out of the average £350 bill which faces customers each Winter.

We expect other companies to introduce similar schemes.



# ANOTHER SIDE OF... ...TO EDCIS REHTOMA

## ISAAC REID

If the tribute paid to him by family, friends and staff when he celebrated 21 years in the heating business is anything to go by, Isaac Crichton Reid is quite a guy. They subjected him to the Eamon Andrews treatment, charting his life from birth in 1931 at Ballykeel near Holywood, inviting a host of friends, former employees and business associates to witness the event at the opening of his new Home-Warming Centre in Newtownards, on 23 October this year.

### DOING HIS THING

He seemed destined for life on the farm, but a characteristic knack of doing his own thing sent him off to a plumbing apprenticeship in William Coates & Co Ltd, Belfast, where he functioned for some time as a messenger boy. His mother recalled that he spent his free time chasing women, playing football in the Boys Brigade or fluting with the Ballykeel Amateur Flute Band. These diverse activities didn't curtail his efforts at work.

By 1960 he had been promoted to Manager of

the Industrial Heating Department in Coates and by 1965 he had opened his own business in Solway Street, Belfast. He achieved a certain amount of notoriety as the only heating firm in Northern Ireland which could install a system and have it working in one day. At one time the original company was completing 15 installations per week.

By 1968 he had opened a show house at Mount Regan Avenue, by 1970 a Head Office at Ballymiscaw, Holywood and in 1972 Isaac Reid became a limited company and Chairman of the Institute of Domestic Heating Engineers (NI Branch).

Somewhere along the line his wife Dorothy remembers his interest in music surfacing again. He vowed that when he had the space, he would buy himself an organ. When a new lounge was built on to their home the organ was installed and Isaac sat down and played literally all day long. His son, Jim, wondered after two weeks if he would ever be able to watch his favourite programme on TV again.

By 1977 Isaac had started his first subsidiary



company — the Town and Country Heating Company. Bangor Heating Company followed in 1980 and Movilla Heating Company in 1981. The name Isaac Reid was firmly established in domestic central heating.

But it was also established in another field about which staff, family and friends know only too well — football. His interest was revived when his son Jim started to play for Hollywood Star in 1972.

### D.I.Y.

There a story told in the "Red Book" of his life that, when there was a shortage of copper in Northern Ireland he was to be seen every weekend in a boiler suit with blackened face joining old pieces of copper pipe needed for Monday morning. Another goes that, when he discovered that the delivery of fireplaces was too slow, he started

making them himself.

It was no surprise at all, therefore, to hear that he started his own football team with the help of his friend Billy Mills. Hollywood Boys Team was to be the start of a number of things. They played in the Dundonald Junior League and a selected NI Youth Team played in a tournament in Blackpool.

Through his involvement with Hollywood Boys he was approached in 1978 by Newtownards Football Club to form a youth team for the town. In 1980 he joined the Board of Directors and became responsible for Ards' Youth Policy and Development.

There are now two youth teams and Isaac has fostered the policy of coaching young players through the ranks. The youth team's success in the IFA Youth Cup is proof that the policy, training and encouragement is working



● Heating contractors on holiday in Scotland. visit to an exhibition, guests of OBC Heating Merchants, Isaac Crichton Reid is first on the right.



well. Last year virtually the whole youth team progressed to the second 11. The programme has its own perks — each year a special feature of it is a trip to Ayr in Scotland to take part in an International Tournament.

Isaac has dedicated supporters in his friends. Mike Bull the NI pole vaulter takes a keen interest and advises on training. Billy Nixon, a former professional footballer who played in England, is now involved as trainer to the youth team.

Ards have put through their hands Barney Bowers, now playing for Glentoran, Ballymena's Alan Harrison and Manchester United's Kenny Scott and Garry Mills.

Of course his team and their travelling coach bear Isaac's company name.

His sister-in-law/biographer noted how little Isaac — his nick name was and is Ikey — has changed over the years. She jibes



● Isaac's team bring trophies back from Scotland. Isaac is in the centre.

at his favourite note book — a cigarette packet; and at his expensive book-keeping system, affectionately known to his

staff as "The Gospel of Book-keeping according to St. Isaac".

He has employed 256 people in 21 years and has fostered the interest of Ards teenagers in the sport that he quite obviously loves. He has the capacity to get things done — "and now" — without treading on too many toes. His employees' response to him is warm and loyal. That special enthusiasm of his is obviously catching and word spreading. His effect upon Ards policy towards its youth team has

been so successful that the Club is attracting football scouts from England seeking to poach talent from the 40 - 50 boys (from 14 years upwards) who train at the twice weekly sessions.

His wife Dorothy will have to forego her Monday and Wednesday evenings, it seems, for some time to come. There is no sign of 'Ikey's' commitment or enthusiasm fading. That's something the town of Ards will be delighted to hear.

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**Sole Distributor**

***for the sale of these products in Northern and/or Southern Ireland.***

*Our prospective partner will be preferably a sound firm with a gas background, and the necessary marketing and service capability.*

*We invite interested parties to write giving details of present activities and structure.*

**HERMES-WERKE**

**Leopold Herrmann Gas.m.b.H. A 1211  
Vienna, P.O. Box 78, Austria**



● 1972 Under 13 team — Isaac Reid standing at back, 1st on left.



# Coppercraft Investment Pays Dividends

Victor Madigan's latest investment in a £60,000 machine to assist with the manufacturing process at his Dublin factory has resulted in Coppercraft producing copper cylinders which far exceed, not only Irish specifications and standard ratings but also those of Britain and Northern Ireland.

## PROBLEM ELIMINATED

The critical points in all cylinders are the tops and bottoms and, no matter how skilled a craftsman is, it's inevitable that slight variations result. However, with the new computer-controlled machine at Coppercraft, this problem is eliminated. Tops and bottoms are produced to exceptional tolerances every time with a consistency that is quite incredible. The profile of each and every unit is 100% accurate with no variation whatever throughout the form.

Another benefit is that the location point at the joint is also more accurate and thereby much stronger, being as it is that much less pronounced.

On the subject of painting, Coppercraft have also switched to making the fold of the seam on cylinder bodies on the inside. Again the result is a lot less filling in and hence a stronger bond.

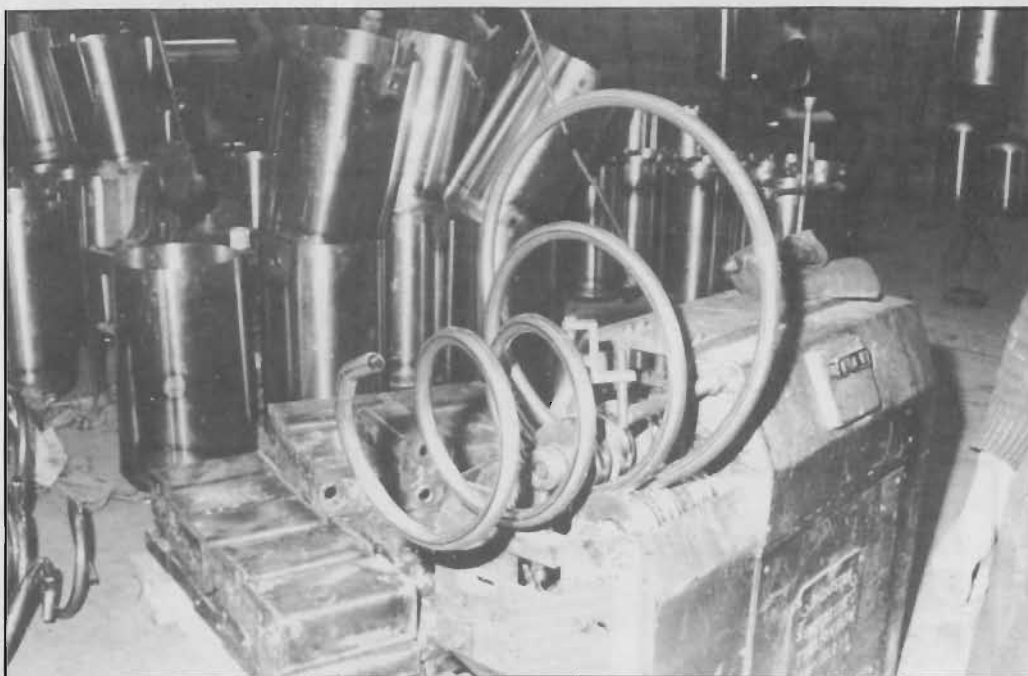
## FURTHER EXPANSION

But to get back to the new machine, the investment has meant further expansion for Coppercraft and the taking on of additional staff over the last few months. This is to complement the existing office staff and sons Terry and Dave.

It has also meant a vastly-increased production capacity which Victor Madigan intends to exploit in two ways. Firstly, it will consolidate and even expand on his current 50% plus share of the market; and secondly, he intends to



● Victor Madigan and one of the cylinder tops produced on the new machine (right).



● How Coppercraft produce the proper cylinder coil.



● David Madigan at work in the computer room.

produce large runs of tops and bottoms for sale to other manufacturers. Being the type of gentleman that he is, Victor has no desire to totally squeeze out other producers. He thinks that everyone is entitled to whatever market share they can capture.

Consistent with his view of having the best in production facilities, Victor has also introduced the benefits of modern technology into his office procedures. Son David is



now totally proficient on the Commodore CBM Model 8032 computer which is used for all stock control, accounts, wages, etc.

Meanwhile son Terry — and Victor himself —

concentrate more on the production process and ensuring that the cylinders they manufacture match the exacting requirements they demand of themselves.



● Above: Skilled craftsman demonstrates the old . . . Below: How the new machine produces the same unit, but to a much higher tolerance.

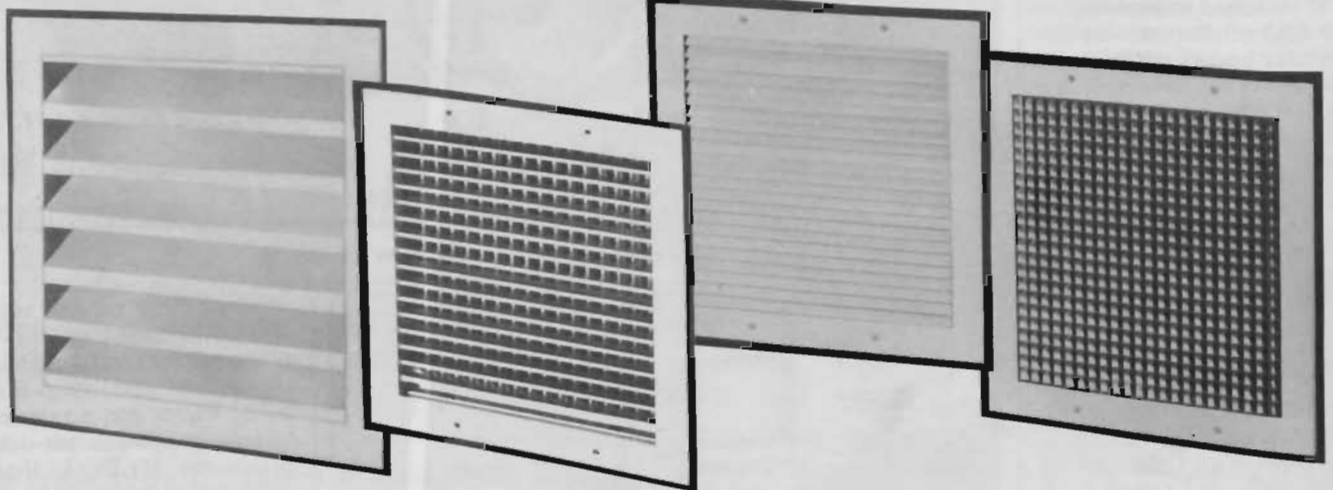


● Terry Madigan with a Coppercraft coil and (foreground) with some of the shoddy examples taken from other cylinders not made by them.

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## A Lighthearted View

Plumbing has lost much of its mystic since the time when lead was the dominant material used for piping, wastes, etc. On the other hand, life has become a lot simpler for the plumber trying to struggle with a waste pipe on a sunken bath, or lifting lengths of heavy soil pipe up shakey ladders. Much of the new lightweight materials have come as a boon to the plumber with those difficult jobs.

I was recently talking to a student in the plumbing business and he was horrified at the thought of using a mole skin to wipe a lead joint as he was a member of the anti blood sports group: I can see it all now, a picket outside his local merchant with "Save the Mole" signs marching up and down.

Plumbing is a very important part of the services industry and it is generally accepted that 20-30% of the services costs in a building are accounted for by the plumbing. So why should it be that the history of plumbing, by far one of the oldest services industry, is not viewed as part of engineering culture?

### FOLKLORE

The answer seems to be that much of plumbing design is based in what could be described as a kind of folklore and there are still many antiquated codes which were formalised at a time when engineering as we know it today was in its infancy.

Lavatories were always a necessity though not always fashionable and in the time of Henry III of England, the king commanded the Constable of the Tower of London to

"cause the drain of our privy to be made in the fashion of a hollow column" showing that even in that time they were conscious of the need for proper drainage.

An interesting account of the problems that beset those less privileged than kings was given, describing early morning in the Edinburgh of Queen Anne's time which said "Far over-head the windows opened, five, six or ten storeys in the air, and the close stools of Edinburgh discharged the collected filth of the last 24 hours into the street. It was good manners for those above to cry Gardy-loo (gardez l'eau) before throwing. The

returning roysterer cried back 'Haud yer han' and ran with humped shoulders, lucky if his vast and expensive full bottomed wig was not put out of action by the cataract of filth.

"The ordure (sic) thus send down lay in the broad High Street and in the deep well-like closes and wynds around it making the night air horrible until early in the morning it was prefuntorily cleared away by the City Guard. Only on Sabbath morn might not it be touched but lay there all day long filling Scotlands capital with the savour of mistaken piety".

As you can see, this not only gives us an insight into the sanitary conditions

of the day, but it also gives us a clue as to the origins of the word 'Loo' as in Gardy-loo from the French which meant beware of the water.

### DISASTER

It is interesting to note that, as with many regulations and changes in practise, it took a disaster to bring change and that happened in 1832 when cholera, normally associated with countries like India, appeared in London. It was known to be carried by contaminated water and this led to great pressure on the government of the time to do something about the water pollution by sewage.



● "Bendability" is a word you won't find in the dictionary, but every plumber and heating engineer knows precisely what it means. It is that unique quality in copper tube which makes it, quite simply, the quickest and easiest material to use for modern water services installations. The qualities of copper — well known even to the ancient Egyptians who used the metal for conveying water — have never been equalled. It is pure, does not succumb to rust, and the ease with which it can be formed to follow sharp contours makes it infinitely superior to other metals and plastics. Photograph shows a plumber installing a central heating system using IMI Yorkshire's Kuterlex Plus. While IMI have agents in both Dublin and Belfast, we have been asked to direct all enquiries to Alan Harris, Marketing Manager, IMI Yorkshire Imperial Ltd, Copper Tube Division, Kirkby Works, East Lancashire Road, Kirkby, Liverpool L33 7TU.



## PRODUCT REVIEW: PLUMBING EQUIPMENT & SUPPLIES

By 1846 an Act of Parliament was passed governing the matter and in the same year Sir Henry Doulton set up his glazed stoneware factory in Lambeth which helped make sound drains possible. The Public Health Act was passed in 1848 and eventually, with the invention of the sand filter and that of Bramah and Twyford's — all earthenware toilets of washdown form — the risk to health was dramatically reduced.

Credit for the earliest flushing toilets goes back a long time in fact to the time of Queen Elizabeth I of England when a man called John Harrington published a book outlining his invention. The man, for some of his unpopular ideas, was banished to Ireland for a while but we do not know if he continued his work in this country.

At this point it is worth mentioning the origins of the American slang word for the toilet "The John". The story goes back to the founding of the well-known sanitaryware manufacturer Armitage Shanks. In 1817 a man called Thomas Bond set up a company to make domestic earthenware and in 1851 went into the manufacture of sanitaryware. The company had great success with its ornate toilet pieces and in 1867 the company was taken over by the man who gave his name, in America at least, to the toilet. Edward Johns. The product was named at that time, Johnsware and was sold all over the world.

To go back to the problems faced by many towns and cities in the last century, it is easy to see why today there is a great fear among water authorities about the direct connection of certain water heaters and central heating systems to the mains. Although, with the present level of water treatment, it is almost impossible that anything on the scale of what happened in the London of the 1830's

would happen today.

So what of the future of the plumbing industry in Ireland? For a start, there is now a branch of the Institute of Plumbing in Dublin as well as Belfast and both branches are very active in promoting the good of the plumbing industry and deserve all the support they can get. It is to be hoped that the IOP in Ireland will push ahead and raise standards and allow new ideas and practices to come in and flourish.

To end on a lighter note, humour has always seemed to surround sanitation and toilets, especially with comedians like Scotland's Billy Connolly poking fun at toilets and what goes on there at every opportunity. I have also heard swimmers of my acquaintance, when discussing swimming in certain parts around Dublin Bay, as "not so much swimming as going through the motions".

**The following notes are based on material submitted by the companies concerned.**

### Hevac

Since Hevac Ltd, in conjunction with M/S Triflow Ltd, Redditch, introduced solder ring capillary fittings suitable for Irish copper sizes, they have proved to be of tremendous benefit to the heating and plumbing trade in this country.

Capillary fittings have, of course, been used in Britain and most other countries for many years. In fact, in Britain five capillary fittings are sold for every one compression fitting. Prior to the availability of this particular fitting, the only possibility to use capillary fittings in Ireland necessitated that imported UK metric size tubes had to be used.

During this current recession when Government bodies and the building trade in

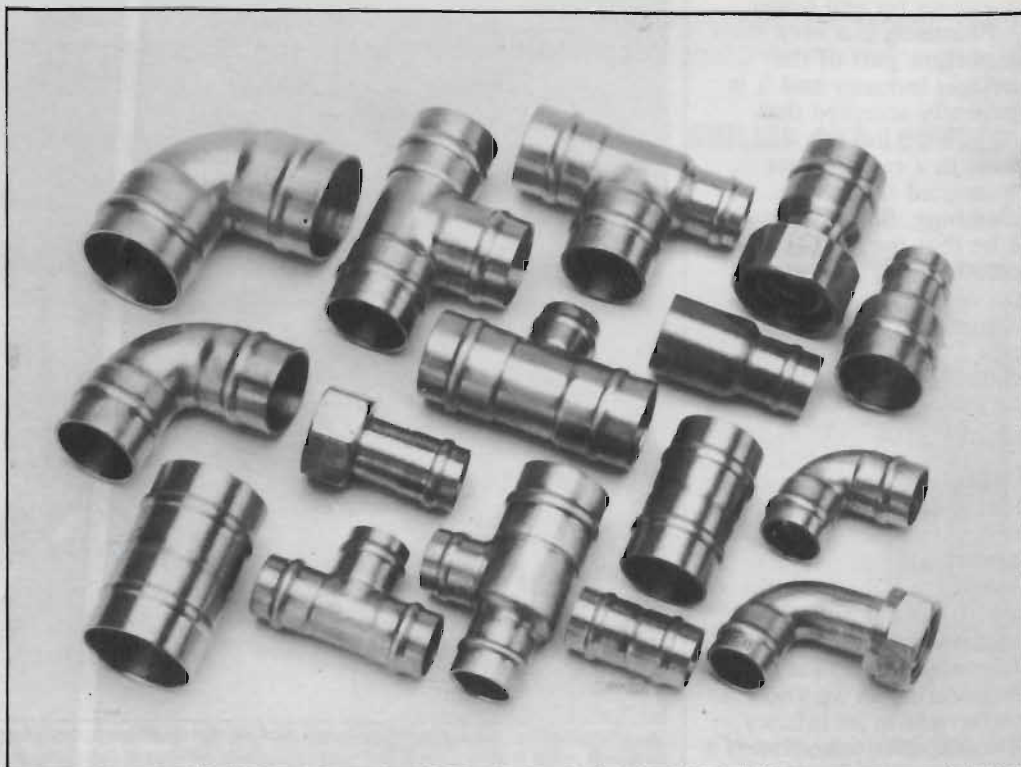
particular are searching for ways to reduce the cost of construction without a resultant drop in quality, the use of capillary fittings would appear to provide the ideal answer.

By providing fittings suitable for Irish copper sizes, Hevac have given the heating and plumbing trade an opportunity to purchase copper of Irish manufacture and still use capillary fittings. The fittings have been tested and approved by the IIRS as being suitable for use with Irish size copper tube (IS 238:1980).

Further information from Hevac Ltd, Lister Complex, Ballymount Road, Co Dublin, (Tel: 519411) or their Cork warehouse and office at 021-500166.

### Engineering Concessionaires

The days when gold taps and mixers were the



● Triflow solder ring fittings from ½" to 1" from Hevac.



preserve of the bathrooms of the "super-rich" are now history and the elegance and luxury of gold brassware have been brought within the reach of everybody. ECL have taken their very attractive 'New Classic' range of brassware and subjected it to a new gold-alloy process to produce 'Golden Vista'.

This new technique of using 22 carat gold alloy has resulted in a hard wearing gold finish at a fraction of the cost of the traditional gold-plated brassware. The 'Golden Vista' range comprises basin and bath pillar taps, bath-shower mixer, three tap hole and monobloc basin and bidet mixers, together with wastes, cistern levers and bath handles to match.

Also newly available from ECL is their 'New Classic' shower mixer which has an automatic cut-off to prevent scalding and is very competitively

priced. This mixer is also available in 'Golden Vista'.

All ECL brassware products are stocked in depth by Ferguson Factors, 45 Broomhill Close, Tallaght, Co Dublin, (Tel: 521533).

## Unidare Terrain

Unidare, one of Ireland's largest manufacturing companies, markets Terrain plastics systems for both soil and waste and rainwater applications.

The Terrain soil, waste, traps, waste outlets and overflow systems are all designed to meet the requirements of British Standards specifications. Each system comprises a wide range of socketed fittings for use with plain ended pipe and solvent welded or seal ring joints. A range of fittings is

provided for expansion joints to accommodate thermal movements, and there are accessories for connection to other materials, such as CI, GVC and plastics below ground drainage.

The Unidare Terrain four boss branch is a neat solution for soil and waste problems that meets the toughest demands and



● The Unidare Terrain Four Boss Branch.

complies with Code of Practice (BS 5572) requirements for multiple connections, it saves costs as there is no need for parallel branch connections, and ductwork is kept to a minimum for 110mm pipework.

Terrain straight and angled connectors allow connections of waste pipes to BS 5254, BS 5255, Imperial and metric copper sizes up to 2" (50.8mm). The branch is available in all-socketed or spigot/socket configurations and the sockets give a choice of solvent weld or seal ring jointing.

For further information contact Unidare Ltd, Jamestown Road, Finglas, Dublin 13, (Tel: 771801).

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# Special Arbitration is Key to Specifications Acceptance

a fact borne out by Mr T J Quinn, Assistant Director General, who endorsed the document by formally introducing it on behalf of the IDHE at the special ceremony in the Engineers Club.

The Specification is not intended to be an exhaustive treatise on the subject of heating but is presented as a reasonable document which has neither too much detail nor too little.

It has been produced with the primary aim and objective of achieving an agreed and harmonious

relationship between contractor and client on a basis of laid-down terms, conditions, technical and commercial requirements.

The document, therefore, sets out in clear terms what is to be achieved in design, installation and system performance. These requirements are stated in such a manner that the Specification may be used either by a contractor to present to a potential client with a quotation, by a client seeking quotations on a comparable basis or by a consultant as a

standard for tendering.

The appended Conditions of Contract have been prepared as being suitable for contracts within the scope of this Standard Specification. These conditions may be used as a balanced document for entering into a formal agreement of contract terms.

The final section of the document comprises a specimen Standard Form of Quotation. This is particularly commended to contractors as a concise, time-saving form, both for providing potential clients

with a quotation and obtaining the client's instructions to proceed with the contract. Supplies of this form are obtainable from the Institute of Domestic Heating and Environmental Engineers.

To complete the document, a selected list of relevant Irish and British Standards is also included. This is up to date at the time of publication but should be checked for subsequent additions and revisions to I.S. and B.S. Each of these elements are reproduced in full, in the following pages.

## Schedule of Equipment and Materials Attaching to the IDHE Standard Form of Quotation

ITEM OF EQUIPMENT	MANUFACTURER	TYPE & MODEL	RATING OR DUTY	SIZE	MATERIAL
Boiler					
Chimney Lining					
Pump					
Feed and Expansion Tank					
Hot Water Cylinder					
Controls					
Valves					
Towel Rail					
Oil Storage Tank					
Radiators and Heat Emitters					

## Schedule of Sizes and Type of Heat Emitters to be Appended Below for Each Room

Room Name				



INSTITUTE OF DOMESTIC HEATING AND ENVIRONMENTAL ENGINEERS'  
STANDARD FORM OF QUOTATION FOR HEATING INSTALLATIONS

To (name of client)

QUOTATION

In respect of .....  
(site address .....  
description) .....

I/we offer to install a heating/hot water system in accordance with the terms of the INSTITUTE OF DOMESTIC HEATING AND ENVIRONMENTAL ENGINEERS' STANDARD SPECIFICATION and the enclosed CONDITIONS OF CONTRACT, all in accord with the enclosed schedule of equipment and materials, the installation being guaranteed as the IDHE Conditions of Contract.

FOR THE SUM OF £.....NET  
V.A.T. at the current rate of  $\frac{9}{10}$  %  
amounts to £..... and may be applicable for certain contracts.

Signed.....

Date.....

For and on behalf of

ACCEPTANCE OF QUOTATION

I/We (name of client) .....  
Address .....  
.....

Do hereby accept your quotation as dated above for providing heating/hot water installation to the premises named in your quotation and authorise you to proceed with the installation at a date to be agreed.

Return to (contractor's name and address)

Signed.....

Date.....

(One copy of this form shall be signed and returned to the contractor and the other copy retained by the client)



Ballvalves.....	1212
Ballvalves Floats, Plastic.....	2456
Boilers, Backboilers for solid fuel.....	3377
Boilers and Circulators, Gas.....	5258 Part 1
Boilers, Gas, not exceeding 60kW.....	5376 Part 2
Boilers Cast Iron 44kW +.....	779
Boilers Welded Steel 44kW +.....	855
Calorifiers for Central Heating and Hote Water (Copper).....	853 Part 2
Central Heating, Forced Hot Water . . . Code of Practice.....	CP56449 Part 1
Chimneys, Insulated, Factory made for Solid Fuel Appliances.....	4543 Part 2
Circulators (Pumps).....	1394
Cisterns and Tanks (Cold Water Storage), Plastic.....	4213
Cisterns, Tanks and Cylinders (Galvanised).....	417
Convection Heaters, Steam/Hot Water.....	3528
Copper Pipe Fittings, Capillary and Compression.....	864
Copper Tubes.....	2871
Cylinders, Copper.....	699
Cylinders, Copper Indirect.....	1566 Part 2
Cylinders, Copper Combination.....	3198
Drain, Taps, screwdown.....	2879
Draw off Taps and Stopvalves for Water Services.....	1010
Gas Appliances, Instant Hot Water.....	5386 Part 1
Gas Hot Water, Supplies for Domesic Purposes.....	5546
Gas Fires, Safety of.....	5258 Part 5
Gas Air Heaters, Safety of.....	5258 Part 4
Gas Storage Water Heaters, Safety of.....	5258 Part 7
Insulating Jackets for Cylinders.....	5615
Insulating Materials, Thermal, use of.....	5422
Insulation, Thermal, for Cavity Walls.....	5618
Insulation, Thermal, of Pipework and Equipment. . . Code of Practice.....	CP3005
Pipe, Polythene, for Cold Water, Type 32.....	1972
Pipe, Polythene, for Cold Water, Type 50.....	3284
Pipe, Unplasticised PVC, for Cold Water.....	3505
Pipes and Waste Fittings, Plastic.....	5255
Pipes and Waste Fittings, Polypropylene.....	5254
Valves, Copper Alloy, Gate.....	1952
Valves, Copper Alloy, Globe, Check and Gate.....	5154
Valves, Copper Alloy, Screwdown Stop.....	2060
Valves, Mixing, Manually operated.....	1415
Electric Appliances — Colour Code for Three Core Lead.....	I.S.167:1969 B
Clay Flue Linings and Flue Terminals (Under revision).....	I.S. 51:1975 E
Galvanised Cisterns for Domestic Water Supply.....	I.S. 9:1976 C
Copper Direct Cylinders for Domestic Purposes.....	I.S.161:1975 C
Asbestos Cement Soil Waste and Ventilating Pipes and Fittings.....	I.S.120:1963 D
Asbestos Cement Pipes and Joints for Sewerage and Drainage.....	I.S.243:1981 D
Asbestos-Cement Pressure Pipes.....	I.S.188:1975 D
Unplasticized PVC Pipes for Cold Water Supply (Under revision).....	I.S.123:1964 C
Polyethylene Pipe Type 32.....	I.S.134:1977 C
Polyethylene Pipe Types 50.....	I.S.135:1975 C
Recommendations for the Handling and Installation of Unplasticized PVC Pipe... ..	S.R. 3:1973 D
Copper Tubes.....	I.S.238:1980 C
Compression Tube Fittings of Copper and Copper Alloy (Amended 1982).....	I.S.239:1980 E
Recommendations for the Handling and Installation of uPVC Buried Drains and Sewers.....	S.R. 7:1981 E
Safety Requirements for Mains Operated Electronic and Related Apparatus for Household and Similar General Use.....	I.S.206:1980 B
Winter Grade Diesel and Heating Oil.....	I.S.251:1981 B
Cooker (Solid Fuel).....	B.S.1252:1981



# It's Time the Tough Got Going!

The estimate of the Institute of Industrial Research and Standards of the effects of an oil find off the Irish coast at a minimum means that eleven heating and ventilation fans and emergency vent fans, plus eight hot water heated system heaters, will be needed on an oil production platform. That is the absolute minimum which a commercial oil find off the Waterford coast would require about the end of 1985.

The IIRS has made a specific reply to a specific request. It has calculated the needs of a production rig on the Celtic Sea. But its acceptance of such a commission does not hide the fact that "black gold" is a strong possibility. If it is not found in the Block 49/9, where the present drilling activity is taking place, it will be found nearby.

We have been taught in school that Ireland has no natural resources except its green grass and attractive scenery. The discovery of the biggest zinc and lead

mine in Europe at Navan almost a decade ago means that some of us still believe that we must wait on the rest of the world for handouts for our farmers. The fact that the Tara mines complex is only touching half the potential deposit has escaped most of us.

Natural gas is flowing into Cork for a number of years now. It didn't mean much to many of us because Irish Steel, Cork City, Nitrogen Eireann Teo and the ESB were getting the lion's share of the benefits. When it finally arrived in Dublin and plans were made to pipe it to Belfast, Dundalk and other provincial centres in the South, then the trade began to take notice.

There is a vast potential in natural gas becoming more widely available. There will also be potential if and when this country becomes partly self-sufficient in oil. Further drilling on the Celtic Sea may not mean that another North Sea is on our doorstep, but it may mean enough gas and

oil reserves to take the burden off our economy until the year 2000.

The teachers in our schools were pessimistic when they told us that this country had no natural resources to speak of. Already we have seen Tara Mines in full production, the Kinsale gas field off Cork touching the suburbs of Dublin and there is potential for a lot more.

But what our teachers failed to tell us was that our young population had the ability to grasp the opportunities or the nettle if need be and take a risk. Perhaps it is our centuries of history spent in dependence on a foreign administration, perhaps it is a legacy of the Penal Laws which means that Irish people, with little education, became the leaders of growing economies abroad, whether it be the UK, the US, Australia or Argentina. Even now Irish engineers are renowned and respected and are installing power stations, irrigation works and factory farms in the newest emergent

economies of the world.

Here at home we have always been afraid to be successful at anything except philandering and gossip. We have enjoyed almost two decades of growth and with dismay cursed when the train of affluence slowed down. We have lost all hope with the withdrawal of subsidies and grants. We have lost the ability to make a decision for ourselves.

The international recession is at an end. We have yet to feel the benefits of it. Are we in our usual way going to wait for it to arrive and possibly depart before we take advantage? "When things get tough, the tough get going" is a cliché from a 1940s gangster film. But there has been far too much talking about how bad things are and not enough of how well things are becoming. The IIRS estimate of the absolute minimum of what an oil find in Irish waters would mean for the heating and ventilation trade is not even the tip of the iceberg.

## COMPUTERS FOR THE DOMESTIC HEATING CONTRACTOR

A most interesting lecture and demonstration of micro computers was given to a large attendance of contractors and IDHE members, at the Institute of Engineers, 22 Clyde Road, on Wednesday 23 November last by Ed Wheeler, BSc, MBA, of Benchmark Ltd.

Mr Wheeler pointed out that members of the IDHE are likely to have requirements for stock control, in view of the number of items needed to make up even a small domestic heating installation. Because the majority of firms are dealing with a large number of smaller jobs

rather than a few large (ie commercial/industrial) contracts, the processing of orders and invoices can also give rise to problems, causing cash flow difficulties and delays. Fast and accurate pricing of jobs based on easily updated information files would presumably be considered useful.

These functions are ideal uses for a small computer. Used as an electronic filing system, it reduces the amount of paper in the office and allows instant access to a large variety of information of all sorts. Used as an accounting machine, it keeps track of stock, debtors, creditors

and keeps ledgers up to date. It prints out reports and invoices. Used as an electronic typewriter, it produces letters and quotations quickly and neatly. As an estimating tool it allows an unlimited number of jobs to be priced and eliminates errors.

Following his brief lecture Mr Wheeler and his assistant Helen, then spent some time physically demonstrating the use of two models to groups of members who were able to see, and try out for themselves, how the equipment actually worked.

Following this Runtalrad

Ltd, represented by Pat Keane, Frank Donoghue and Michael O'Halloran, produced a number of desk-top micro computers, with built-in printers and screens and so small that they could fit into a briefcase. These units have been specially introduced by Runtalrad, to assist merchants, consultants and contractors in sizing radiators and boilers.

Now instead of ploughing through the Mears calculator, it should be possible to size and price your radiators in a matter of minutes, plus having the added bonus of knowing your boiler size.



# Data Centre Design Seminar

A highly successful seminar on data centre design was held at the Irish Management Institute on 30 November last. It was a day-long affair with seven presentations by representatives from each of the principals who sponsored the event — Liebert International; Walker Air Conditioning; Irish Building

Services; and Walter Kidde Ireland. An informative question and answer session followed each paper with Noel O'Kelly of Liebert acting as host/chairman. *Irish H&V News* was also in attendance and the following photographs were taken during the final open session.



● Tony Knott, Stephenson and Associates with Jerry Palmer, VMRA; Thomas Brouillard, Liebert; and Bernard Rae, Irish Life.



● Noel O'Kelly, Liebert with Michael Conroy, Digital; Fred Dwyer, Digital; and John Power, Dalton Communications.



● J Johnson, Office of Public Works with Vincent J Carrigy of Walter Kidde; Pat McCabe, Allied Irish Banks; and Michael Conroy, Digital.



● Paddy Haran, P&T with Noel O'Kelly, Liebert; Tom Illingworth; and Michael Buckley, Walker Air Conditioning.



● John Harkin, Don O'Malley Associates with Sam Suttle, P&T; Liam Stenson, Irish Building Services; and Paddy Haran, P&T.



● Tom Young and John Finan of J A Kenny & Partners with Jim Anderson, Walker Air Conditioning and Michael McLoughlin, McArdle McSweeney O'Malley.



# new products

## Thrifty Heat Pump from Walker

A new completely packaged water source heat pump has been announced by Walker Air Conditioning Ltd. Designated the 50VQ, this compact unit can use heat from any available water source which has a temperature of between 60° - 90°F to provide comfort conditions for apartments, houses or commercial premises.

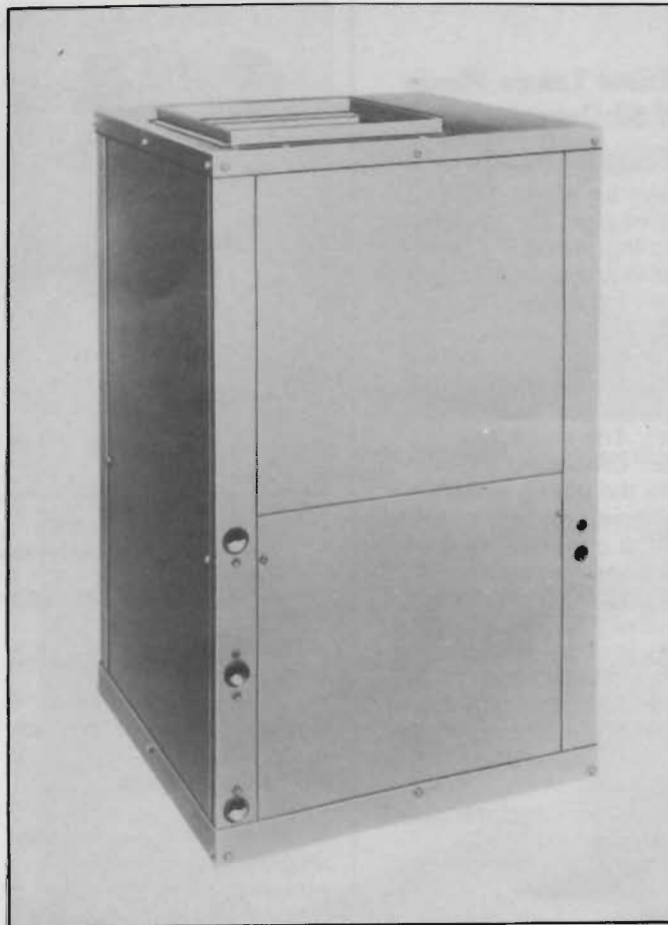
With a COP of more than 3.0 when heating, the 50VQ could prove economical in terms of running costs as well as first costs. This machine can utilise waste water, its compactness ensures fast unobtrusive installation, and as a package it means reducing piping and wiring costs. A closed circuit loop installation, with multiple units interconnected to a boiler and cooling tower would permit maximum utilisation of the total energy within the loop, preventing any energy waste.

The 50VQ is available in three unit sizes, 21, 24 and 25.5 thousand Btu/h nominal cooling, with heating capacities of 22, 25 and 36 thousand Btu/h. All three sizes are available with either copper or cupro-nickel heat exchangers.

Details from Walker Air Conditioning Ltd, Dublin Industrial Estate, Finglas Road, Dublin 11, (Tel: 300844).

## Tefal Heaters by Kisch

Kisch International have introduced three new Tefal heaters — Model 6441, which is a convector unit; the 6231, which is a fan heater, and model 6447, a convector plus fan heater — a dual-purpose "combination model".

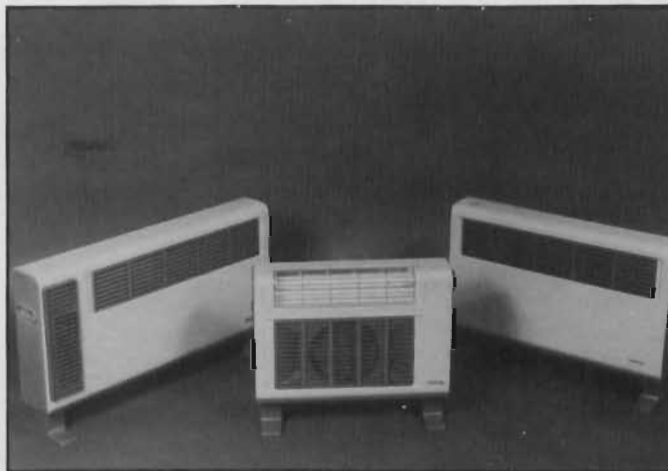


● The new Carlyle 50VQ packaged water source heat pump from Walker.

Tefal's 6447 provides two distinct "double-comfort" advantages — the option of turning on a powerful fan, which provides instant hot air and the alternative of using the heater's

convactor, to provide a constant, warm "comfort level" temperature in any room.

This heater's fan will blow out hot air, thus quickly raising the room temperature. The fan will



● Presenting the new collection of three Tefal electric heaters by Kisch International Ltd, Walkinstown, Dublin 12. Left is the Tefal convector cum fan heater, model 6447; Centre is model 6231, a fan/radiant heater; and on right is the model 6441, the Tefal convector unit.

heat the existing cold air, while providing all round warmth from floor to ceiling. If one decides to use only the convactor, this can be set to generate permanent or prolonged warmth, with the hot air circulating naturally, while the heater operates silently.

Details from Kisch International Ltd, Unit G1 Ballymount Drive, Ballymount Road, Walkinstown, Dublin 12, (Tel: 521411).

## Latest Housewarmers by Thorn

At Interbuild last month Thorn EMI Heating gave a preview of three new housewarmers. Under the "Estate" banner, the appliances have been specifically designed to meet the stringent and cost-effective needs of the contract market. They are called Elegant, Epic and Economy.

Economy has a metal surround with textured paint, with an output of 3.3kW;

The Elegant fire delivers a 3.3kW (11,200 Btu/h) output and combines timber with metal and textured paint;

Epic, with the same rating, is handsomely styled in timber, metal and textured paint.

The backboiler common to each new fire is the Housewarmer 30/45, which range rates from 8.8kW (30,000 Btu/h) to 13.2kW (45,000 Btu/h).

Also unveiled was a new addition to the Panda family of oil-fired boilers — the baby of the range, the 40/50, which completes a range-rated spread from 11.7kW to 35.2kW (40,000 Btu/h to 120,00 Btu/h). The new arrival coincides with the re-naming of the Panda to Panda II, signifying improvements in the efficiency across the entire range to 80%.

Thorn EMI Heating's



# new products

re-named Marathon gas boilers were also shown. There are five basic range-rated versions, giving a range of outputs from 8.79kW to 43.96kW (30,000 Btu/h to 150,000 Btu/h). LPG (propane) versions are available in four conventional flue models.

Solid fuel boilers were represented by the Janitor family, available in two models — A45 and A65 — each designed to burn anthracite grains, beans and Sunbrite singles.

Details from Hevac Ltd, Lister Complex, Ballymount, (Tel: 519411); Telex: 30324. Also: Tel: 021 500166 for Cork region.

## Maico Fan Range from Roof Units

Roof Units are to market a new fan with a built-in photo-electronic control system specially designed for small internal rooms.

The new fan — part of the company's Maico range — has an automatic switching system which operates according to the intensity of the lighting in the room.

"The new fan can be installed without breaking into the existing lighting circuit and we believe there is a significant market in the UK for the product," says Roof Units Group Managing Director, Ray Stokes.

He added that it was anticipated that the unit's design features meant that the fan could be of particular interest to specifiers of ventilation equipment.

There are two basic models of the "Maico-Cabinet" with impeller diameters of 92 mm and 105 mm and delivery rates of up to 150 m<sup>3</sup>/hr.

Details from Dan Chambers Ltd, 57/58 North Brunswick Street, Dublin 7. (Tel: 720448).

<https://arrow.tudublin.ie/bsn/vol22/iss12/1>  
DOI: 10.21477/D7DD70

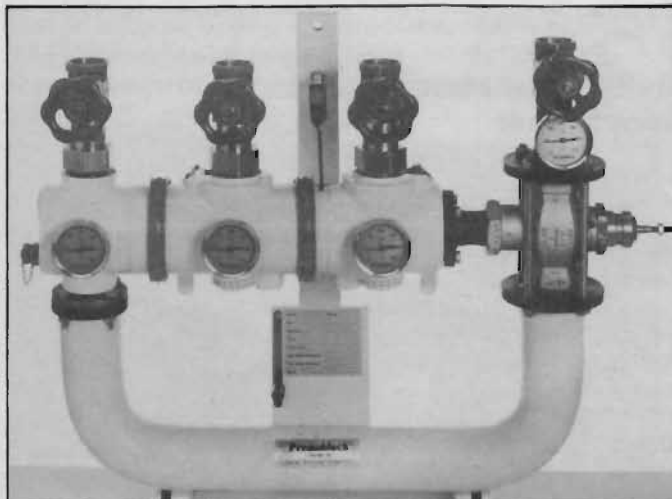
## Shunt Takes Place of 50 Components

A newly-developed universal shunt, called a shunt pipe, for all types of heating plants, with or without main pump, has been introduced by Prema AB of Sweden. The new shunt type is called Premablock and is delivered as a complete unit. The entire unit is then connected directly into the piping system.

The shunt pipe contains all the components the plumber normally has to install separately. In an ordinary shunt unit, this may amount to some 50 components, such as thermometres, non-return valves, throttling devices pipe fittings and heat traps etc.

The manufacturer points out several special features: Among other things, all shunting can be solved by designing and programming an installation with a single valve. All the designer has to know is the system's drive pressure and the water volume of connected appliances.

For the piping wholesaler and the contractor, Premablock enables them to reduce their inventory volume. The installation work goes faster and is more profitable.



● Premablock is a new type of universal shunt that considerably simplifies and reduces the costs of plumbing and heating installations. Instead of having to install 50 different components, the plumber only has to put the preconnected shunt pipe in place, connect the control valve and pump and connect it to the piping system.

There is no risk that a party will be installed incorrectly, since everything is preconnected in the shunt pipe. Premablock can be combined with a free choice of control valve and circulation pump. It is independent of left- or right-hand installation and can be mounted in any direction without any spontaneous circulation arising.

Premablock can also be connected to a primary circuit with an extremely low drive pressure — it can even be zero if a cover plate is fitted. This mode of installation does not disturb the shunt units connected in parallel. There is no material-borne heat transport, or any

other undesirable heat transport, to the secondary side in this case.

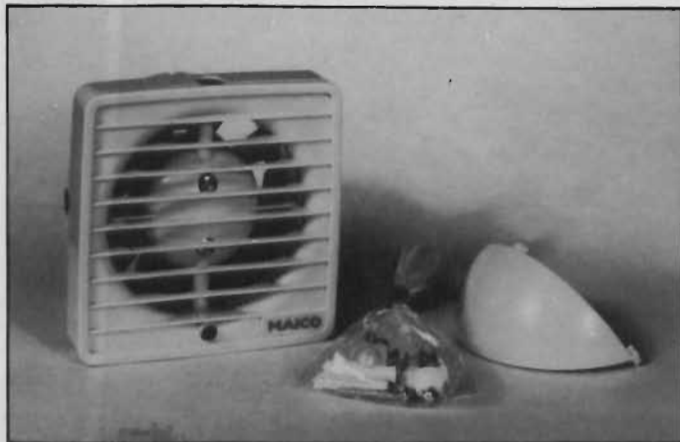
In systems with constant flow in the primary circuit, the undesirable heat transport in the shunt pipe is negligible.

Premablock can be used in all types of heating plants. It is normally installed in the pipeline immediately adjacent to the coil in ventilation systems and systems for airborne heat. The shunt pipe's maximum working temperature is 105°C at a working pressure of 600 kPa. It is available for water flows from 0 to 90 litres/minute.

## Smoothline from Hamco

Hamco Enterprises Ltd, a company known for over 25 years in the heating trade as an assembler, distributor and exporter of quality solid fuel and oil-fired cookers, has now introduced a range of vitreous enamel fluepiping on to the Irish market to be sold under the trade name "Smoothline".

This flue piping is manufactured to Hamco's own specifications, and is particularly suited to Irish conditions and can be used with fuel appliances



● Maico toilet duct extract fan (complete with deflector and installation screws), photo electric cell operated from Dan Chambers.



# new products

as well as with oil and gas.

"Smoothline" is tested to all relevant British standards and pipes and bends are fabricated from V.E. Q Mild steel 1.2 mm (swg) thickness. Black, white and brown piping is available.

A full range of diameter sizes and matching bends will be stocked in Hamco's new showrooms and factory in Tullamore.

Details from Hamco Enterprises Ltd, Tullamore, County Offaly, (Tel: 0506 21302/51207).

## Yet More from Dan Chambers

New from Dan Chambers Ltd, an extensive range of air distribution products including single and double deflection, eggcrate, and non-vision grilles and external weather louvres. New in January eyelash grilles and later on square ceiling diffusers.

For details telephone Dublin 720448 or telex 91129.

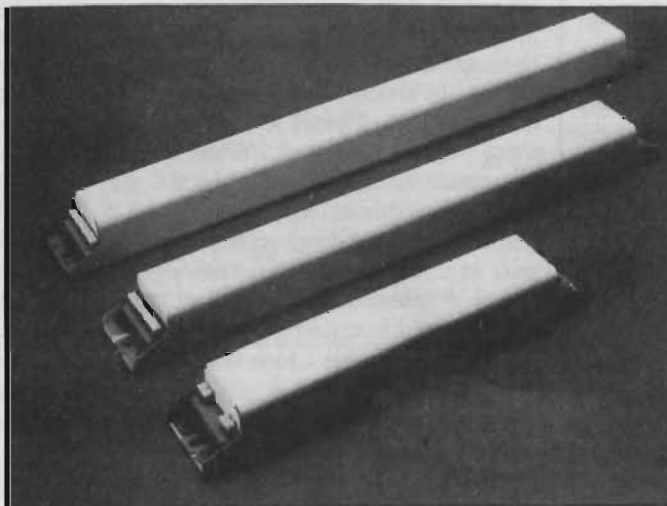
## Carlyle Chillers for Verbatim

Three variously sized Carlyle 30GA air-cooled liquid chillers supplied by Walker Air Conditioning are providing optimum atmospheric conditions 365 days a year, 24 hours a day in the floppy disc production areas of Verbatim Ltd., on the Raheen Industrial Estate, Limerick.

The system comprises one Carlyle 30GA055 reciprocating chiller, operating with a capacity of 50 TR to chill water to a leaving temperature of 40°F, one 030 model chiller with a capacity of 22.5 TR, and one 085 model with a capacity of 72.6 TR. These machines have the advantage of being able to save up to 12% in operating costs due to the special design



● One of three Carlyle 30GA air-cooled liquid chillers supplied by Walker Air Conditioning to Verbatim.



● Zumtobel's PC/Power Control low loss electronic ballasts, available from Bob Bushell.

feature of oversized condensing surfaces which permit automatic liquid sub-cooling — increasing capacity with no increase in power consumption.

## Computer Aided Lighting Design

Zumtobel are maintaining their tradition of continual technical innovation in lighting with the introduction of two developments, computer aided lighting design and energy saving electronic ballasts.

Zumtobel Power Control low loss electronic ballasts enable energy consumption to be

reduced from around 15W down to 5W for a 65W or 58W fluorescent lamp while increasing light output by up to 12%. A warm start is used and the electronic ballast can be used with all types of fluorescent lamps regardless of manufacturer or construction (Argon or Krypton gas filling).

Zumtobel are represented in Ireland by Bob Bushell Ltd., who now have their own software for computer aided lighting design. This service is available free of charge to their clients.

Full details from Bob Bushell Ltd., 3 Granite Place, Ballsbridge, Dublin 4, (Tel: 683931, Telex: 90970).

## Lift Design Optimisation by Otis

In order to evaluate the many feasible lift configurations which could theoretically serve the needs of any building, a new computerised method of determining the most efficient lifting solutions, called optimisation, has been developed by Otis.

Microprocessors, as used in Otis Elevonic lift systems, have already optimised the control of lift travel. Lift cars of today serve calls faster and in a more energy-efficient manner than ever before. But now the unique programmes developed by Otis allow computer technology to provide design solutions more perfect than conventional lift calculations, however well-founded, ever could.

In the past, lift requirements were calculated by hand using estimates and formulas that could take hours to produce results. In very short time, Otis computerised lift optimisation determines all sensible configurations of lift system able to provide the necessary service. At the same time, optimisation lists possible lift configurations in order of descending cost and core, so that the trade offs most appropriate to the building can be made.

Otis can also provide the owner, manager or architect with the detailed projected data they might receive from each of the possible individual configurations. Configurations performance may be computer simulated over a specific period of time, such as the morning up-peak or two-way noon period. If there are unusual building features or traffic patterns unique to that particular building, the simulation can be used to analyse life performance in a more detailed way.



# ULSTER NEWS

## 100 New Jobs at Glen

The Glen Dimplex Group has recently completed negotiations with the Industrial Development Board to provide for an additional 100 new jobs.

The new jobs will be created to manufacture the "Sunbeam Rima" oil-filled radiator at Newry and to manufacture two new products designed for the international market — an automatic water jug kettle and a small fan heater, at Bangor. As a result of this expansion employment by the group in Northern Ireland will exceed 460. Production at both plants will commence immediately.

The company which started in 1973 with 14 people, now operates out of six locations in the United Kingdom and Republic of Ireland (three in Northern Ireland), has a turnover in excess of £45 million and employs over 1,350 people.

## Outstanding Energy Savings

As a result of an energy saving campaign the pupils of the Western Education and Library Board helped by their teachers and caretakers have saved £163,000. The cost of educating 300 children for one year. At a recent presentation at the Board's Omagh headquarters, attended by Mr Derek Noble of the Department of Economic Development and Mr Eric McBride, Chairman of the NI Energy Managers Group, representatives of the winning schools received their prizes. Each school receiving a percentage of their saving to spend as they chose.

The outstanding achievement of the savings was that practically no capital expenditure was involved, but instead attention was given to energy management and waste reduced to a minimum.

Michael Murphy, Chief Officer of the Board who paid a special tribute to Mr. Pat McKeever, the Board official who had been responsible for implementing the scheme.

## Esdale Dowling Retirement

The retirement of Esdale Dowling as Managing Director of McNaughton Blair Ltd, the Belfast plumbing, heating and building merchants has been announced.

Having served the company for over 40 years, Esdale was one of the most popular and well known personalities in the trade. He did not confine his activities to that of his business, but took a very active part in motor sport, two and four wheel. Professional bodies had the benefits of his experience and advice and any charitable cause was sure of his willing support.

We wish him well in his retirement and good driving along his Kirkstown Golf Club. Mr Dowling's successor will be Mr David Linter who joins the company from Norton Abrasives.

Other new Directors appointed to the Board of McNaughton Blair are



● David Stevenson has been appointed Manager of the Electrical Contracts Division of the Litton Group. Mr Stevenson has been involved in electrical contracting for the past 20 years and is married with two sons and a daughter. He lives at Drumbeg. The Electrical Services Division, together with the Mechanical Services Division of the Litton Group, are based at 38 Young Street, Lisburn. They offer a complete design and pricing package for the construction industry.

Mr E Sweet, the company secretary, Mr Des Bonar and Mr Sydney Allen. The new head of the Heating & Plumbing Department is to be Mr B Douglas while Mr J Elliott will be looking after building materials.

## Death of Archie McQuilken

We regret to record the death of Mr Archie McQuilken who tragically died as the result of an accident. An electrical engineer who had been with consultants Isherwood & Boyd for many years, Archie was one of the quiet people who was respected by all who came in contact with him. His sporting prowess brought him international fame first as an amateur footballer and later as a cricketer. His leadership of the Muckamore team was legendary and this was recognised with his selection for Ulster and Ireland.

## Fibrewarm from Irish Flues Ltd.

Irish Flues Ltd of Beersbridge Road, Belfast, have become installers of Fibrewarm cavity wall insulation. Fibrewarm is a low dust content mineral wool derived from glass. Full details are available from Irish Flues.

## New UK Office for Atkins & Downee

Atkins & Downee, the Bangor Co Down consulting engineers are extending their activities to the UK with the opening of a new office in Rotherham.

Mr Atkins will be responsible for the Rotherham operation while Mr Downie will control the NI operation. In addition to these changes, Mr Atkins, the senior partner has announced that Mr Alan Emerson will be joining the practice as Senior Electrical Engineer. Mr Emerson has previous experience



with other local consulting engineers.

## Visitors to Energy Managers Conference

The Energy Division of the Department of Economic Development lent their support to the NI Energy Managers Group in organising a party to visit the National Energy Managers Conference at the Metropole Hotel, Birmingham.

The party representing all sections of industry was led by the Chairman of the NI Group, F R McBride, who was supported by Mr G Loughran, Assistant Secretary, Department of Economic Development and Mr D Noble, Regional Efficiency Officer.

The main speaker at the conference was the Minister for Energy who along with other speakers took "Management Participation" as his theme. Alongside the conference, an exhibition of some fifty stands attracted a large attendance.

et al: H & V News

## KS Mechanical Services Expand Activities

With the absence of work in the area, Belfast based KS Mechanical Services of Edenderry Industrial Estate have decided to expand their activities into Great Britain. The company's Managing Director, Mr George Keehan, has been actively pursuing a number of cross channel enquiries and is hopeful of adding to his order book. The firm specialises in industrial mechanical services including the installation of process plant and refrigeration and instrumentation.

### Briefly . . .

Bodel Distributors Ltd have opened their new showrooms at Hulls Lane, Lisburn. Bodel are distributors for Franke and Bosch kitchen appliances and also for Chloride Shires bathroom suites. They have also been appointed NI distributors for a new range of shower units from Foldor Dorlux.

Mr F R McBride, Chairman of the NI Branch of the Institution of Mechanical Engineers and his wife hosted the Annual Dinner Dance of the Branch in the Forum Hotel, Belfast.

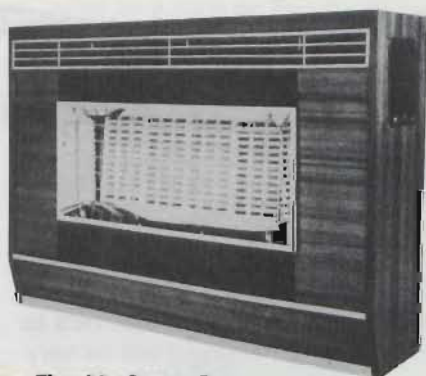
Guests at the function included Mr George Adler, President and Mr D Wilson, Assistant Secretary who with their wives travelled from London for the occasion. Also present were Mr R Bryson, Chairman of the Civil Engineers and Professor Magowan, Chairman of the Electrical Engineers and their wives.

Wavin Pipes NI have announced the appointment of Mr David Reynolds as Manager of Wavin Gas for NI.

Mr Reynolds has considerable experience in the transmission and distribution mains and has served in many parts of the world where gas was being installed. No doubt the recent announcement that Kinsale Gas is to come north will result in feverish activity by various interests to get in on the act and it is to be hoped that considerable new employment will result.

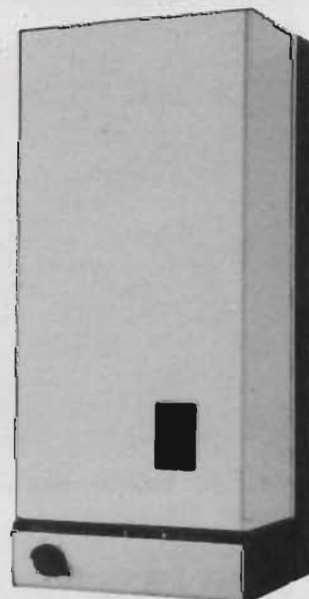
# Potterton and Gas

## A partnership people warm to



● **Fireside Super Gas Fired Back Boiler**

*Special offer with every gas boiler purchased EP2000 electronic programmer £25 + VAT*



● **Netaheat Wall-hung Balanced Flue Boiler**

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*Agents for: Potterton Gas & Oil Fired Boilers*



# The McWHINGE FILE

"The Shielings",  
Ballychilly,

3rd January, 1984.

Messrs. Bibcock & Boyle Ltd,  
Plumbing & Heating Contractors,  
32 High Street,  
Ballychilly.

Dear Mr Bibcock,

You remember the heating system you fitted for me in 1972. Well you didn't altogether fit it, twas more a question of putting things to rights after the Sleeveen Heating Company but you charged me the full rate for a new job so I suppose that I can say that you



fitted it for me. Well anyway you remember it, I am sure you do.

Now in fairness, it has worked well in all the years since although I didn't expect to have to spend out so much on the boiler. You charged me enough for that boiler now, you must admit, and after only four or five years didn't I have to spend nearly £15 on what they called a service with spare parts and all. Then nothing would do the oil company but they wanted me to sign up for the same carry-on every year, a service contract they called it. They are out to rob you, all these people. It was just the same when my

poor departed husband (the second one, not the first, he was a blackguard) bought a car. Mind you, he was a mean man though he wasn't a fool, but the garage weren't satisfied when he paid for the car. Oh no! They wanted to have it back for servicing, as they called it, every few months. Just a catchpenny I call it.

Before that we had an ass and cart, that never needed servicing so why should a motor car that cost so much more? Anyway, the garage was wrong. My husband ran that car for five years without any of their servicing nonsense. When it did break down it was because it was worn out and it never did run again but up to that time it ran well. Well a lot better than an ass and cart anyway even if he never got it out of bottom gear for the last six months.

Anyway, that's nothing to do with the boiler and I am straying off the point which is something I never do. The thing is, between the cost of the oil and this servicing carry-on I need to find a less expensive way of heating this house. I wouldn't throw out the oil, since it's there I would keep it, but I'd like to have one of these wrap around boilers with an open fire. The thing is, you can always buy a bag of coal or a bale of briquettes when you might not fancy paying three hundred pounds and more for a fill of oil. Also, I can get plenty of turf if I can stir my grandson to cut it. They tell me these boilers will give you hot water and a dozen radiators or more on less than a hundredweight a week.

So would you please come along and look at the job for me and oblige.

Fanny McWhinge (Mrs)

Bibcock and Boyle Limited  
32 High Street,  
Ballychilly,  
January 7th, 1984

Mrs Fanny McWhinge,  
"The Shielings",  
Ballychilly.

Dear Mrs McWhinge,

Thank you for your letter and enquiry; it was nice to hear from you after so long. Of course I will be very glad to quote you for an open fire boiler installation. Maybe you wouldn't mind though, if I straightened out one or two points where I cannot agree with you.

We sold you a good boiler at the going rate, no more. If it hadn't been a good boiler it wouldn't have lasted nearly twelve years. Even so, it does need to be serviced sometimes. I am sure that you will be glad to hear that a solid fuel boiler doesn't need to be serviced — it just needs regular cleaning.

Those are not the really important points that arise from your letter though. Before you buy an open fire boiler, I would hate you to start with the impression



that it will heat a dozen or more radiators plus hot water. It won't! I suppose if you put together a dozen really small radiators, of the sort you would use in a small bathroom and hooked those up, then they might get hot if you kept a big fire going. Or as you could do, as I heard of in one showroom, where they put hidden foil insulation on the backs of the radiators so that they only emitted heat on one side!

But if you are talking about average size radiators then don't expect to simultaneously heat more than about four or five plus hot water. That's usually quite enough for a small house with insulation as good as it is nowadays.

If you don't believe me, ask Coal Information Services.

The other points are, don't expect full boiler performance from turf, even briquettes won't give you as much as coal, and don't expect to run a wrap-around boiler on a hundredweight a week. Double that figure and you would be somewhere near right; that is still only the cost of ten or twelve gallons of oil that you would burn in a weekend.

I am only telling you all this because I wouldn't want you to start with any mistaken impressions. I can promise that you will still have a warm home at lower cost than you have experienced for a long time. I would propose to call and measure up about 4 pm next Wednesday if convenient.

Yours sincerely,  
J Bibcock  
Bibcock & Boyle Ltd.

14a Jones Mansions,  
Heatons Cross,  
January 12th, 1984

Mrs Fanny McWhinge,  
"The Shielings",  
Ballychilly

Dear Mrs McWhinge,  
It must come as a surprise for you to hear from me after all this long time but I do like to keep in touch



with old friends and I was wondering how that top quality heating system that I installed for you in 1972 was faring out after all the years. As well, of course, as wondering how you were faring out yourself.

As a matter of fact, I was a bit concerned because a relation told me that your man Bibcock had his van outside for a couple of hours the other night and I would hate you to make the mistake of dealing with the wrong people. It's not that I am after the work myself, you understand. I have a lot of very high class business and I can always cut the like of Bibcock and Boyle to pieces on costs. It's because of increased efficiency and computerised design.

Yours with great sincerity,  
Samuel Sleeveen.

"The Shielings",  
Ballychilly,  
January 14th, 1984

Mr Samuel Sleeveen,  
The Sleeveen Heating Co,  
14a Jones Mansions,  
Heatons Cross.

Dear Mr Sleeveen,  
I have your letter of the 12th. I wish your relatives (and I know which one it is, we have the same milkman though I pay him cash), as I was saying, I wish your relatives would mind their own business. Anyway, it wasn't your heating system, Mr Bibcock ripped the whole lot out and started again when you lads made a mess of it.

Let me tell you that I am well able to do my own deal with Jerry Bibcock and get the right price for the job. You must think that I have a very poor memory and softening of the brain to be dealing with you again. Let me tell you my memory is as good as it ever was and I never drank enough of your poteen (I only touch it medicinally of an evening) to soften my brain.

The back of my hand to you, Mr Sleeveen!

Fanny McWhinge (Mrs)



# Building Services News Vol 22, Iss. 12 [1983] Art 1

## Comparison of Energy Costs Commercial/Industrial Fuels

Fuel	No.	Form	Unit of Supply	Average Price per Unit (IR£)	Gross Calorific Value	Delivered Cost	
					(MJ/kg)	IR£/GJ	p/kWh
Peat	1	M/C Turf <sup>1</sup>	tonne	40.97	14.4	2.96	1.03
	2	Crushed Turf, Loose <sup>1</sup>	tonne	42.76	14.4	3.06	1.07
	3	Brickeens <sup>1</sup>	tonne	59.08	19.3	3.05	1.10
Coal	4	Industrial Smalls <sup>2</sup>	tonne	55.65	—	1.99	0.72
	5	Fines	tonne	52.5	27.9	1.88	0.68
	6	Singles	tonne	70.35	—	2.52	0.90
Oil	7	Gas Oil, 35 sec	litre	.2485	45.5	6.54	2.36
	8	Light Oil	litre	.2325	43.4	5.76	2.08
	9	Medium Oil	litre	.2222	42.9	5.44	1.97
	10	Heavy Oil	litre	.2142	42.5	5.20	1.87
Gas	11	Dublin Gas <sup>3</sup>	Therms	1.10	—	10.45	3.76
	12	1st Forty	Therms	0.74	—	6.97	2.51
	13	41 - 200	Therms	0.63	—	5.97	2.15
	14	201 - 3000	Therms	0.60	—	5.67	2.05
	15	3001 - 10000	Therms	0.57	—	5.38	1.93
	16	> 10000	Therms	0.57	—	5.38	1.93
	17	LPG, Propane	34 kg cylinder	20.61	50.2	12.06	4.35
	18	Bulk LPG	litre	.297	50.2	11.83	4.26
	18	0 - 3 tonnes	litre	.297	50.2	11.83	4.26
Electricity	19	Night Space Heating <sup>3</sup>	kWh	.0346	—	10.08	3.63
	20	Flat Rate of Charge	kWh	.087	—	26.53	9.55
	21	Unrestricted Space Heating <sup>3</sup>	kWh	—	—	14.83	5.34
	22	Industrial Maximum Demand <sup>4</sup> H.T. (10kV) 1000 kW load	kWh	—	—	20.92	7.53
		Industrial Maximum Demand <sup>5</sup> , L.T. 500 kW load	kWh	—	—	20.92	7.53

1. Ex. works price includes 10 IR£/t delivery.

2. Typical ex. works prices from leading suppliers. Actual price depends on bulk purchased. Delivery charges 2 - 5 IR£/t extra.

3. Standing charges for electricity and towns gas not included.

4. M.D. = 1000 kW L.F. = 80% Day/Night units 60/40 P.F. = 0.95 (mean summer winter M.D. charge rate)

5. M.D. = 500 kW L.F. = 30% Day/night units 72/25 P.F. = 0.95

## Domestic Fuels

Fuel	No.	Form	Unit of Supply	Average Price per Unit (IR£)	Gross Calorific Value (MJ/kg)	Delivered Cost	
						IR£/GJ	p/kWh
Peat	1	M/C Turf	tonne	40.61*	14.4	2.81	1.02
	2	Briquettes, loose	tonne	63.86*	19.3	3.31	1.19
	3	Briquettes, baled	bale	0.875	19.3	3.61	1.30
Coal***	4	House Coal	tonne	104.79	29.8	3.52	1.27
	5	Continental Anthracite Peas	tonne	175.06	32.1	5.46	1.96
	6	Standard Anthracite	tonne	149.95	31.4	4.77	1.71
	7	Phurnacite	tonne	167.60	32.6	5.15	1.85
	8	Extracite	tonne	175.00	31.9	5.50	1.98
	9	Grade A Anthracite	tonne	176.38	32.3	5.45	1.96
Oil	10	35 sec. Gas Oil	litre	.2655	45.5	6.99	2.51
	11	Kerosene	litre	.2871	46.4	7.84	2.81
Gas**	12	Bottled Butane <sup>1</sup>	11.35 kg cylinder	7.04	49.4	12.56	4.52
	13	Dublin Gas: Domestic Tariff <sup>3</sup>	Therms	1.42	—	13.46	4.85
	14	0 - 16 Therms	Therms	1.04	—	9.85	3.55
	15	17 - 40 Therms	Therms	0.66	—	6.25	2.25
Electricity***	16	Night Space Heating Rate	kWh	.0346**	—	10.08	3.63
	17	Domestic Rate, Unrestricted	kWh	.067**	—	20.42	7.35
	18	Night & Day Rate <sup>2</sup>	kWh	Day: .0706 Night: .0341	(8 am - 11 pm) (11 pm - 8 am)	21.58 9.94	7.77 3.58

\* Estimated average price to consumer countrywide.

\*\* Prices for electricity and towns gas exclude standing charges.

\*\*\* Prices include for delivery in the Dublin area only.

1 Controlled retail prices for bottled gas exclude delivery charge.

2 Plus extra standing charge 2.50 IR£/2 months.

3 Consumption per two months. Add 2.72 IR£ Standing Charge.



CLOSING DATE 9th MARCH 1984

1984/85 EDITION

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84/85

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